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Real Estate Education Committee

05/03/2018 09:30 AM

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

Posted: 4/26/2018 NW



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

EMAIL: CUSTC

AGENDA

(Amended items are noted with an asterisk)

I. Call to Order

II. Review and Approval of Minutes - March 1, 2018

III. Unfinished Business

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)
 - 1. McKissock, LLC
 - a. New Salesperson Module 1 - Professional Standards in Real Estate
 - b. New Salesperson Module 2 - Agreement of Sale/Buyer Representation
 - c. New Salesperson Module 3 - Real Estate Documents/Seller Representation
 - d. New Salesperson Module 4 - Real Estate Professionalism

2. OnCourse Learning Corp. dba OnCourse learning Real Estate
 - a. Safety First: Crime Prevention and Self Defense for Real Estate Pros - Mod 7; 3 hrs
3. Kent County Association of REALTORS
 - a. Respa Rule 8 - Mod 5 or 6: 3 hrs
4. Darryl Davis Seminars
 - a. How to Become a Power Agent in Real Estate - Mod 7: 3 hrs
5. The CE Shop, Inc.
 - a. Technology Tools, Trends, and Risk Management - Mod 7: 3 hrs
6. Coldwell Banker Resort Realty
 - a. Agency & Fair Housing - Module 1: 3 hrs
7. InterNACHI
 - a. Home Energy Efficiency for Real Estate Professionals - Module 7: 4 hrs
8. CCIM Institute
 - a. Commercial Real Estate Negotiations - Modules 6 and 7: 8 hrs
 - b. Financial Analysis Tools for Commercial Real Estate - Modules 6 and 7: 8 hrs
9. Howard West
 - a. You Too Can Serve - Module 7: 3 hrs
 - b. Capturing the Military Market, Active Duty & Veterans - Module 6: 3hrs
10. Ward & Taylor
 - a. Not Your Mother's Ethics Class! - Module 2: 3hrs
- C. Review of Instructor Application(s)
 1. Robert Ross - Renewal
 2. Alfred Johnson - Renewal
 3. Mark Randolph - Renewal

4. Darren Corder - Renewal
5. Sandra Adomatis - New Application
6. Jenna Stayton - New Application
7. Robin Miller - New Application
8. Darryl Davis - New Application
9. Sarah Contant - Reapplication
10. Howard "Buddy" West - Reapplication
11. Shirley Kalvinsky - Renewal Update

D. Review of Student Request for CE Approval

V. Correspondence

- A. McKissock Online Course Review from Student
- B. Letter from Samantha Setzer re: Pre-licensing course attendance

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - June 7, 2018

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.